

1401 Wilson Boulevard
Arlington, Virginia 22209
Telephone: 703-525-5800

January 26, 1971.

Mr. Hugh Conrad, Chief
Office Supplies, Textiles & Domestic Br.
Standardization Division
G.S.A., FSS
Washington, D.C. 20406

Dear Mr. Conrad:

Representatives from a sensitive Government agency requested our Company last March (1970) to consider the feasibility of designing and producing a security file having a lateral configuration. Such a design could be used in the place of wall partitioning to separate working areas and this would result in eliminating the cost of erecting and dismantling partitions each time the size of a work area is changed. Recovery and better utilization of valuable floor space is also an important benefit that would result.

Our management, after considering all aspects, decided that the suggestion of manufacturing a lateral security file had a great deal of merit and immediately assigned a research and development project for this endeavor. Our engineering department prepared drawings, had prototypes of drawers and cabinets fabricated and supervised the testing of suspensions and all aspects of security. The final prototype for submission to M. E. D. L. for testing was received in our Arlington Office in early December. All of the research and development for this project was performed at our own expense and at no cost to the Government.

A number of the members of the Interagency Advisory Committee for Security Equipment have viewed our lateral security file prototype. Their comments and observations were very favorable. The fact that they took the time to examine our proposed product is greatly appreciated. We thank you for your interest and that of Mr. Harrold of your office.

We propose lateral security files of three sizes, namely two-drawer, four-drawer, and five-drawer. Our lateral file will permit the filing of legal size correspondence across the width of the drawer (left to right) or two rows of letter size correspondence side by side (front to rear). We further propose that a new classification class number be designated since the file we will submit for test will be resistant to 60 man-minutes against surreptitious entry and no forced entry requirement.

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In order to meet the desires of architects and interior decorators of the Government, we propose that the color of the finish of the cabinet and drawers of the lateral files be specified by the user from the manufacturer's commercially available colors. Combination of colors may then be used to obtain various decorator effects. This is an opportunity to obtain security filing equipment in various colors at no additional charge and to depart from the standard GSA gray No. 595.

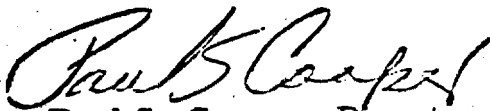
In summary, Mosler's proposed lateral file would offer the flexibility and option to file letter or legal correspondence in the same file. Lateral filing is considered a more modern and efficient method of filing. Lateral files could be used in lieu of partitions. A variety of colors would be available. The most significant fact is that security would be improved since the file will be tested to be resistant to 60 man-minutes against surreptitious entry.

As stated, Mosler now has a prototype lateral security file available for immediate submission for testing. It is realized that a specification must be approved and issued prior to submitting a sample for testing. It is requested that the drafting and approval of this specification be expedited.

To meet the needs of the Government in this regard, Mosler's target is to have a contract and be able to accept orders for the new lateral security filing equipment by June 1, 1971 and make the initial deliveries within 90 days from receipt of orders. Delivery time is expected to decrease rapidly after the initial orders.

Our thanks again to you and members of the Interagency Advisory Committee for Security Equipment. Your prompt assistance is solicited to make available to the Government at an early date a lateral security filing cabinet which will update and modernize the filing and safeguarding of classified information.

Very truly yours,



Paul S. Cooper, Director
Government Sales Division